

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Carrier Vibrating Equipment

Kentucky Manufacturing Assistance Center

Carrier Vibrating "Shakes Up" the Status Quo

Client Profile:

Carrier Vibrating Equipment is known worldwide for its pioneering work in the field of vibratory technology, specializing in the manufacture of conveyers, feeders, dryers, coolers, and other custom-engineered devices. With products that screen, separate, dry, cool, and blend, Carrier serves a broad range of industries including pharmaceuticals, food processing, dairy, chemicals, explosives, coal, and recycling. The 58-year-old company employs 110 people at its facility in Louisville, Kentucky.

Situation:

Carrier sought a way to reduce lead time while still maintaining its high standards of product excellence. As a manufacturer of custom-engineered products, the company wanted to improve communications between sales, engineering and manufacturing as well as find ways to help all employees work more efficiently. Having previously worked with Kentucky Manufacturing Assistance Center (KMAC), a NIST MEP network affiliate, on business development projects, Carrier again chose KMAC to help improve the company's productivity.

Solution:

KMAC focused on improving Carrier's engineering and office operations in order to realize the greatest benefit in reducing lead time. KMAC introduced Lean concepts to Carrier's office and engineering staff through the delivery of a Lean Office 101, Value Stream Mapping for the Office, and a 5S class. Then KMAC staff led Kaizen events in which Carrier employees applied the Lean concepts they had learned to reduce non value-added wastes in key processes such as drafting and the design review. In addition, KMAC staff helped Carrier employees apply Lean on the shop floor resulting in improved material staging and flow.

Results:

- * Increased sales by \$1 million.
- * Retained sales of \$2 million.
- * Realized \$1.25 million in cost savings.
- * Created 5 jobs.
- * Retained 10 jobs.

Testimonial:

"Just as important as the significant cost savings we realized through this project with KMAC, is the improvement in our team's thinking and communication skills. Implementing Lean principles during the Kaizen events has strengthened our team's ability to work together and think creatively. As a result of our work with KMAC, we have reduced our lead times and delighted customers and positioned ourselves for continued future success."

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Brian M. Trudel, President & CEO